



THE BEST SCRIPTS
For your Network Marketing Business



www.TeamFreedomReigns.com



First thing's first: Your success in Network Marketing is dependent on exposure of the company, products and services you represent. It starts with you having success and then teaching others how to do the same.

This PDF is designed to help you get your business launched by using proven scripts that work. It is your responsibility to find the scripts that work for you. Remember, what works for you might not work for others, thus the reason we have multiple examples for you to choose from.

You will find example scripts for warm and cold markets. There are 8 basic steps to get the results you want. If you skip a step, you may not get the results you hoped for. By doing, you will win or learn. There is no failure in learning and growth. Let's go!

Let's start by going through the Eight Steps, then, we'll put them together at the end and show you how it all works:

STEP 1: Be In A Hurry

STEP 2: Compliment The Prospect

STEP 3: Make The Invitation

STEP 4: If I _____, Would You _____?

STEP 5: Get A Time Commitment

STEP 6: Confirm Their Action Step

STEP 7: Confirm The Follow Up

STEP 8: Get Off The Phone



Step 1

Be In A Hurry

The business is 90% mental and 10% mechanical, but people are always more attracted to a person who's busy and has things going on. If you start every call or face to face conversation with the tone that you're in a hurry, your invitations will be shorter, there will be less questions, and people will respect you and your time much more.

Here are some "in a hurry" script examples:

For Warm Market Prospects:

"I don't have a lot of time to talk, but it was really important that I reach you."

"I have a million things going on, but I'm glad I caught you!"

"I'm running out the door, but I needed to talk to you really quick."

"I'm cooking dinner, but..."

For Cold Market Prospects:

"Now isn't the time to get into this and I have to go, but..."

"I have to run, but..."

"I'm walking in on an appointment, but..."

Get the message? Set the tone with some urgency. Call people when you are really busy, (i.e. cooking, changing the baby, working on something, etc.).



Step 2 Compliment The Prospect

This is critical. The sincere compliment (and it must be sincere) opens the door to real communication and will make the prospect much more agreeable to hearing what you have to say.

Here are some sample compliment scripts:

For Warm Market Prospects:

“You’ve always been so supportive of me and I appreciate that so much.”

“You’ve been very successful, and I’ve always respected the way you’ve done business.”

“You’re one of the most connected people I know, and I’ve always admired that about you.”

“You’re the most (or one of the most) important person/people in my life and I really trust your instincts.”

“You have an amazing mind for business and can see things other people don’t see.”

“I was thinking... ‘Who are the sharpest people I know?’ and I thought of you!”

“You’re one of the most positive and energetic people I’ve ever met.”

“You make good decisions and I value your opinion.”

For Cold Market Prospects:

“Your service has been just perfect today.”

“I meet a lot of people and you are special.”



Step 3 Make The Invitation

The most important part of a successful invite is your level of confidence in what you are saying. We want you to be confident that the words you use will lead to a positive result. This is largely due to your excitement and preparation.

The following examples are a few options that have worked for many of us. You should be able to find a few that will feel natural. If not, create some invites that work for you. Remember, you hope that one day you will have a large organization and not everyone thinks like you. **One size does not fit all.**

For Warm Market:

“I think I’ve found a way for us to make some money.”

“I have gone through the last (insert your story) years without a real plan for the future. I’ve just been working, but I have finally found a solution that is working.”

“Does working from home interest you?”

“I’m really nervous and excited all at the same time, there is something you need to know about.”

“I just partnered with a publicly traded company that very few people know about. Are you interested in knowing before everyone else?”

“I found something you really need to see; it’s exciting!”

“I’m launching a new business and I would love for you to take a look at it, no strings attached.”

“When you told me ____, were you serious or were you just kidding around? (Wait for answer). Great! I think I’ve found a way for you to get it/solve the problem/make that happen/etc.” (This is for situations where you know an area of their dissatisfaction).



“Are you still looking for a job (or a different job)? I’ve found a way for both of us to start a great business without all the risks.”

“If I told you there was a way to increase your cash flow without jeopardizing what you’re doing right now, would you be interested?”

“I’ve found something exciting and you’re one of the very first people I’ve called/thought of.”

“Let me ask you something... Would you be open to making more money?”

“As you know, I’ve been a (insert occupation), but because of (negative factors), I’ve decided to diversify my income/career change. After considering my options, I’ve found the very best way to make it happen.”

“I found an exciting business, and together, I think we could do something big.”

For Cold Market:

“Have you ever thought about diversifying your income?”

“Do you keep your career options open?” (An oldie but a goodie).

“Do you plan on doing what you’re doing now for the rest of your career?”

YOU CAN FOLLOW ANY OF THESE COLD MARKET SCRIPTS OR ANY VARIATION WITH THE FOLLOWING:

“I have something that might interest you. Now’s not the time to get into it but...”

For Negative and Cynical People: - “I’ve started a business and really need someone to help me poke holes in it. Nothing gets past you. Would you be willing to examine it for me?”

Super Indirect Scripts: Super indirect approaches are incredibly powerful and play on a number of psychological levels. This is a networking approach that asks the prospect if they know someone else that might benefit from your business.



“The business I’m in clearly isn’t for you, but I wanted to ask, who do you know that is ambitious, money motivated and would be excited about the idea of adding more cash flow to their lives?”

“Who do you know that might be looking for a strong business they could run from their home?”

“Who do you know that has hit a wall with their business and might be looking for a way to diversify their income?”

“Do you know anyone involved in a serious job search?”

“I work with a company that’s expanding in our areas and I’m looking for some sharp people that might be interested in some additional cash flow. Do you know anyone who might fit that description?”

**** In most cases, they’re going to ask you for more information before they give you any names (behind that request will be curiosity and intrigue thinking this might be for them... but they’re not going to admit that to you yet). When they ask you for more information first, just respond like this:

“That makes sense. You’ll want to know about it before you refer some of your contacts.” Then just move to **Step 4**.

Invites for Customers: “I know you are all about your health.”

“I know that your health and fitness are important to you.”

“I know you have heard about different anti-aging products but have you heard of nutrigenomics?”

“I hate aging and I found something you will not believe.” “I just discovered some products that I’m sure you will love.”

“I’m using a new (product, supplement, cell activator, skin care line, energy booster, Nrf2 activator, weight management system, bio-hacking system) that is blowing my mind!”

“I have a little anti-aging secret you need to know about. I’m in love!”

“I found group of products that are so amazing I can’t stop telling everyone about them! They are changing my life!”



Step 4

If I ____, Would You ____?

You're not going to offer your third-party tool unless they agree to do something in return. Most of the time when you invite someone they will ask "what is it". I like to respond by saying, "I thought you would want to know more, then use one of the following examples, "If I... would you...?"

Examples:

"If I gave you a video link that would give you a sneak peak of what I'm doing, would you watch it?"

"A small group of business owners will be on a call, (tonight or tomorrow night) if I give you the number would you jump on with us to hear what we are doing?"

"If I gave you a magazine (or some other prospecting printed piece), would you read it?"

"If I gave you a link to a video presentation, would you click on it and watch it?"

"If I gave you a sample to try, would you use it and check out a product video?"

IF YOU'VE DONE THE FIRST 3 STEPS PROPERLY, THE ANSWER WILL BE YES.

If they ask for more information first, just respond with...

"I don't have the time now. We will need 30 minutes or so to layout the big picture. I can't wait to give you the details."

If they say "no, (they) won't review it", then thank them for their time and move on. Also, review Steps 1-3 to see what you could have done better. Do not still give it to them, you have the cookie, but they have to be deserving of it. Again, do not be desperate. And let the tool do the talking!

A graphic for Step 5. It features a white speech bubble with the text "Step 5" in blue, positioned over a horizontal black bar. To the right of the bar, the text "Get A Time Commitment" is written in blue.

“Fantastic, what time works for you? Do you think you could jump on for sure?”

“When do you think you could watch the website link for sure?”

“When do you think you could listen to the video link for sure?”

“When do you think you could read the brochure for sure?”

“When do you want to meet to go over the details?”

Don't suggest a time for them. Ask the question and have them give you the time. If it's not definitive, “I'll try to do it sometime,” then tell them, “I don't want to waste your time or mine... Why don't we just try to lock in a time you'll have seen it for sure?”

The key is to get them to say “yes” a second time.

Saying “yes” to Step 4 is not a commitment

A graphic for Step 6. It features a white speech bubble with the text "Step 6" in blue, positioned over a horizontal black bar. To the right of the bar, the text "Confirm Their Action Step" is written in blue.

If they tell you they'll watch the video link by Tuesday night, your response should be:

“So, if I called you Wednesday morning, you'll have seen it for sure, right?”



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If they say they'll checkout the brochure by July 1st, your response should be:

“So, if I called you on July 2nd, you'll have checked out the brochure for sure, right?”

The key to Step 6 is they've now said 3 times that they'll follow through and they've done it all by themselves. They've set a real appointment with you for the future.

Finish with “Is (date + time) or (date + time) better for you?”



“What's the best number and time for me to call?”

Now they've said “yes” 4 times and the chances they'll follow through has been increased from less than 10% to over 80%.

NOTE: Please put this appointment in a place you won't forget. Put it in your calendar and don't forget. It is important that you do what you say you are going to do



Remember, you're in a hurry, right?

The best thing is to say something like, “Great. We'll talk then. Be on the lookout for my email/text. Thanks. Gotta run!”



The Best Scripts For Your Network Marketing Business
TEAM FREEDOM REIGNS RECRUITING WORKSHEET:

Prospect Name and Contact Info:

(Step 1 – Page 3) Insert “In a hurry” Script:

(Step 2 – Page 4) Insert Compliment:

(Step 3 – Page 5) Insert Invite Based Upon The Approach You’ve Chosen:

(Step 4 – Page 8):

“If I _____, would you _____?”
(Step 5 – Page 9):

“When do you think you could _____ for
sure?”
(Step 6 – Page 9):

“_____, you’ll have reviewed it for sure,
right?”
(Step 7 – Page 10):

“_____. “What’s the best number and time for me to call
you?”
Date: _____ Time: _____ Number: _____
“_____, you’ll have reviewed it for sure,
right?”

(Step 8 – Page 10):

